



>> Northern Power Systems

Experts in wind power technology and applications

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Direct.

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The Right Size



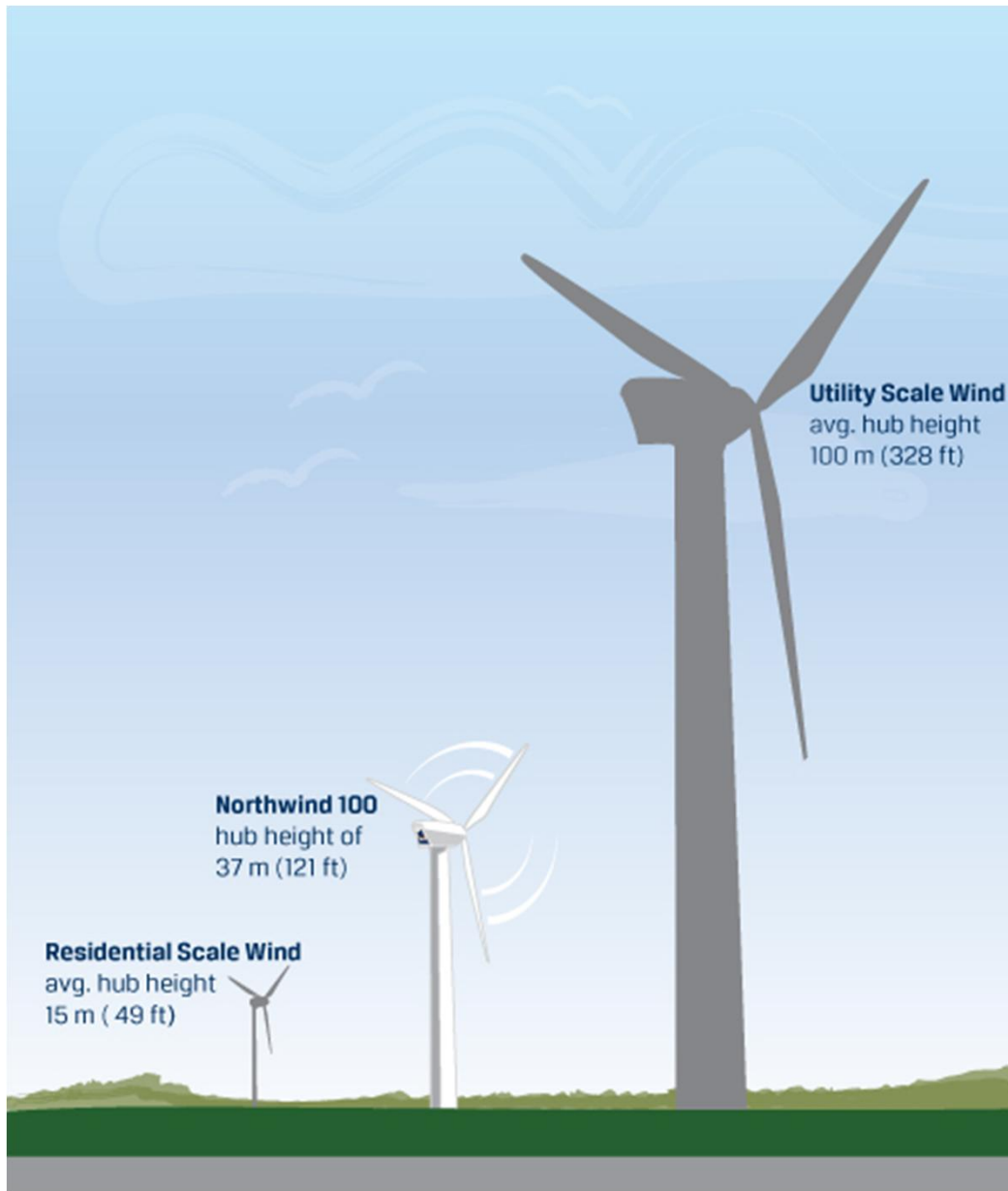
Larger than residential



Smaller than utility



Right size for community



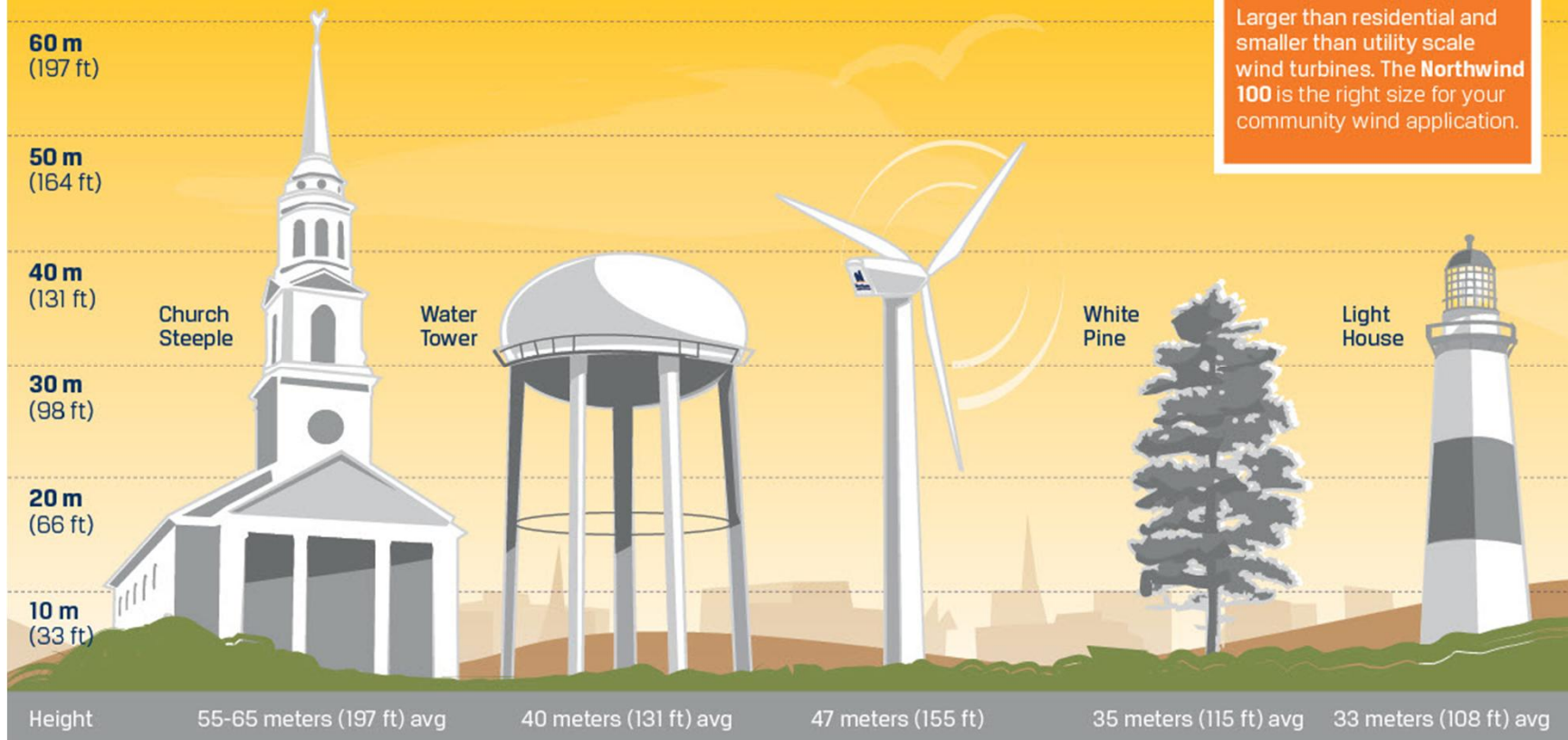
Northwind 100:

A 21st Century Beacon

The Right Size



Larger than residential and smaller than utility scale wind turbines. The **Northwind 100** is the right size for your community wind application.



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Direct.

Distributed Wind Market Drivers

High Cost of Energy

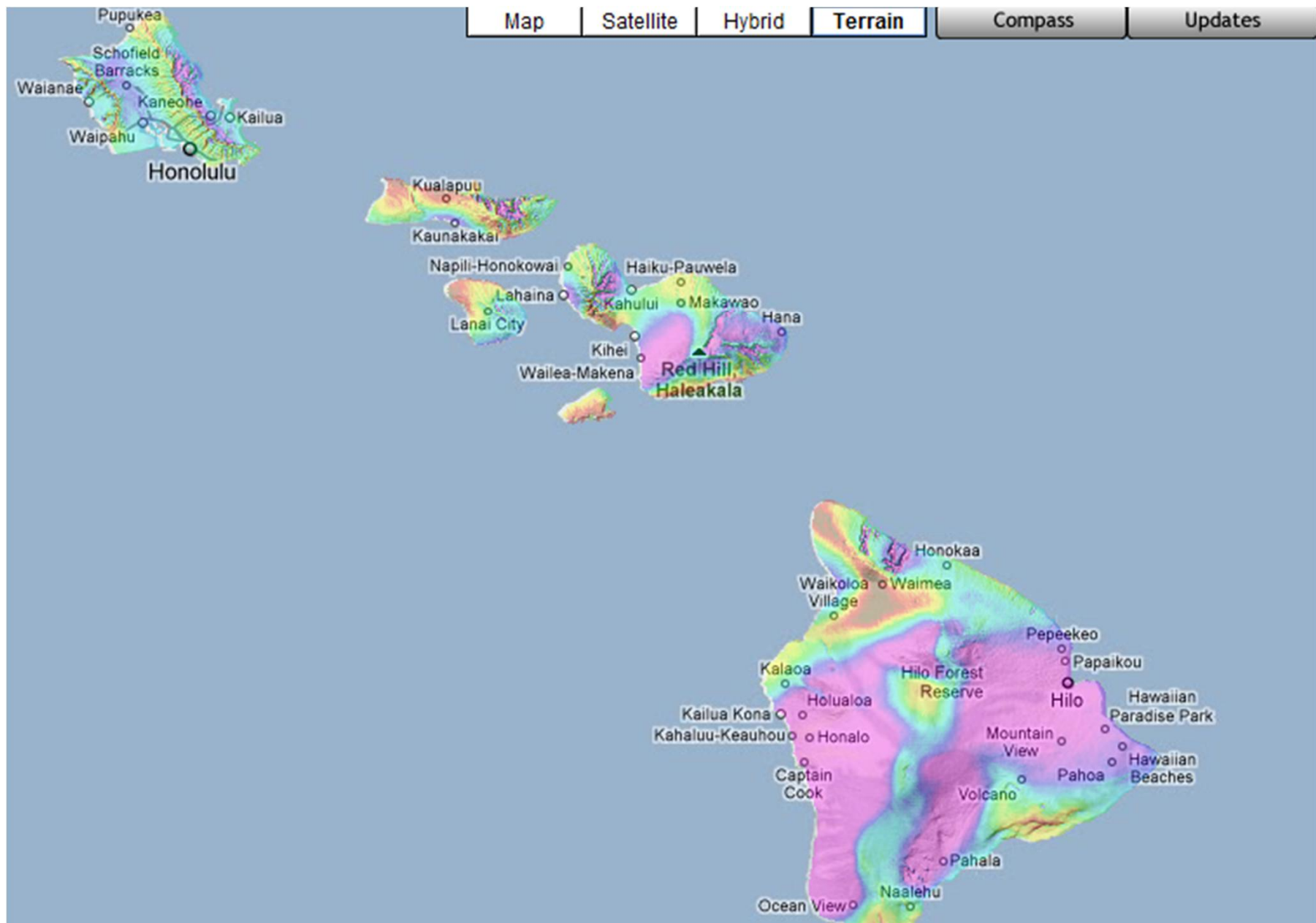
- Highest average cost in the nation
- Average rate increase of 10%/year
- Vulnerable to rising full cost

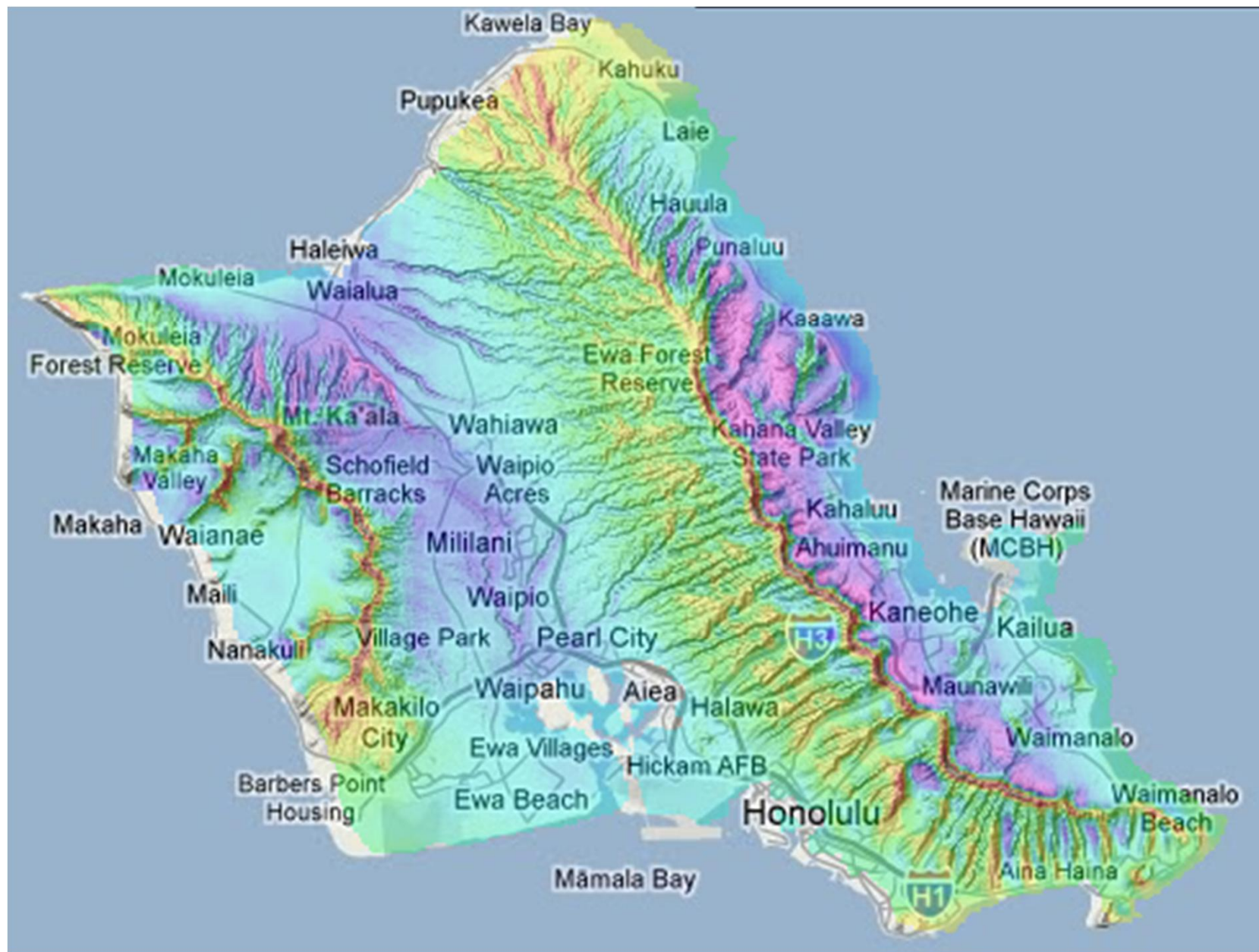
Great Wind Resource

State and Federal Incentives

State Energy Plan







Advancements

Industry Standards and Certifications

Technology Improvement

- Longevity
- Reliability
- Performance
- Cost
- Safety
- Utility stabilization

Wind Resource Forecasting

Ownership Models/Financing



Market Barriers and Challenges

- ✧ **Permitting**
- ✧ **Utility Interconnection**
- ✧ **Financing**
- ✧ **Community Support**
- ✧ **Workforce Development**
- ✧ **Product Availability**
- ✧ **Myths vs. Facts**



Market Opportunities

Corporate

- ✧ Light Industrial
- ✧ Retail
- ✧ Warehouses
- ✧ Data Centers
- ✧ Hospitals
- ✧ Resorts and Hotels
- ✧ Agribusiness
- ✧ Utilities

✧ Public

- ✧ Schools and Universities
- ✧ Recreational Facilities
- ✧ Municipalities
- ✧ Wastewater Treatment Facilities
- ✧ Remote Villages and Wind Diesel
- ✧ Military/DOD



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